

Message Text

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ACTION EB-11

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R 191630Z NOV 73

FM AMEMBASSY ROME

TO SECSTATE WASHDC 1909

AMEMBASSY LONDON

INFO USINT KHARTOUM

AMEMBASSY VIENNA

UNCLAS ROME 12768

E.O. 11652: N/A

TAGS: BEXP, SU

SUBJ: KHARTOUM - PORT SUDAN ROAD EXIM LOAN

LONDON FOR ANDREWS, VIENNA FOR DIETZ

1. A REPRESENTATIVE OF ITALCONSULT VISITED EMBASSY TO INQUIRE IN CONFIDENCE ABOUT THE STATUS OF EXIM BANK LOAN FOR A SUDAN PROJECT FOR WHICH ITALCONSULT HAS THE DESIGN CONTRACT. THE PROJECT IS A PORTION OF THE KHARTOUM-PORT SUDAN ROAD (LOT 3 FROM KASSALA TO HAIYA, 350 KILOMETERS).

2. ACCORDING TO REP, ITALCONSULT ADVISED THE USE OF US - SOURCE ROAD CONSTRUCTION EQUIPMENT. HOWEVER, IN THE ABSENCE OF AN AFFIRMATIVE REPLY FROM EXIM BANK ON THE AVAILABILITY OF FINANCING, THE MINISTER OF TRADE OF THE SUDAN HAS REQUESTED THAT THE ITALCONSULT REP GO TO LONDON WITH THE PURPOSE OF CHANGING THE SPECIFICATIONS TO THE PURCHASE OF BRITISH EQUIPMENT FOR WHICH THE GOS HAS A SEVEN MILLION DOLLAR LINE OF CREDIT.

NOTE: FROM INFORMATION AVAILABLE TO US HERE IT IS UNCLEAR WHICH OF THE INTERESTED PARTIES MADE THE EXIM LOAN REQUEST OR WHEN.

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3. ITALCONSULT HAS STALLED IN THE HOPE OF OBTAINING AN EXIM

COMMITMENT SO THAT IT COULD GO AHEAD WITH US EQUIPMENT PURCHASES. HOWEVER, ITALCONSULT REP NOW PLANS TO GO TO LONDON THE EVENING OF NOVEMBER 20 FOR DISCUSSIONS WITH GOS OFFICIALS THE FOLLOWING DAY ON BRITISH EQUIPMENT PROCUREMENT. NONETHELESS, ITALCONSULT REP FEELS THAT WITH A QUICK DECISION BY EXIM TO GRANT THE LOAN OR AT LEAST MAKE FAVORABLE PRELIMINARY COMMITMENT HE CAN SWING BUSINESS TO US SUPPLIERS WITH WHICH CONTRACT NEGOTIATIONS ARE WELL ADVANCED (SEE PARA 4). AN ITALCONSULT REP, MICHELE VIGNATI, PREPARED COME TO US WITH GOS OFFICIALS IF THAT WOULD BE USEFUL. WE UNDERSTAND THAT THE GOS HAS APPROACHED EMBASSY KHARTOUM AND THE SUDANESE EMBASSY IN WASHINGTON WILL CONTACT EXIM ON THIS MATTER.

4. THE DOLLAR AMOUNTS AND THE US COMPANIES INVOLVED ARE

WABCO	1,301,000
CATERPILLAR	200,000
KELLY	150,000
CMI	212,000
RAY-GO	334,000
SAIM	102,000
LINK BELT	279,000
CGT	52,000

TOTAL	2,630,000

CONTRACT NEGOTIATIONS HAVE BEEN COMPLETED WITH WABCO AND LINK BELT AND ARE IN PROGRESS WITH THE OTHER US COMPANIES.

5. FOR DEPARTMENT: STATUS REPORT REQUESTED WITH INFO LONDON. FOR LONDON: IF REPORT ARRIVES AFTER VIGNATI DEPARTS ROME NOVEMBER 20, EMBASSY REQUESTED TO CONTACT VIGNATI AT EITHER HILTON HOTEL OR SUDANESE EMBASSY AND PASS MESSAGE.VOLPE
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